



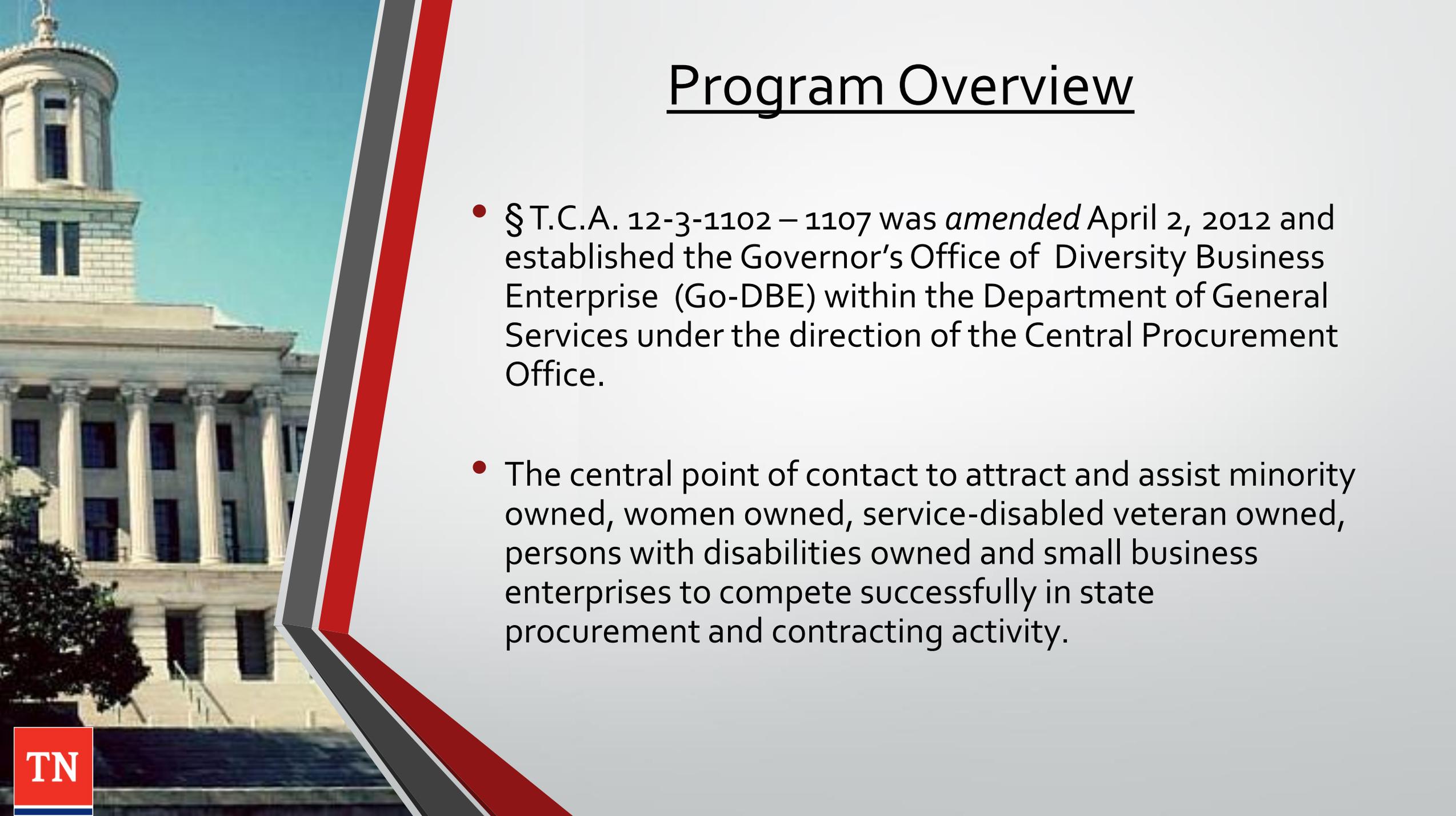
# Governor's Office of Diversity Business Enterprise (Go-DBE)

Local Government Purchasing Forum  
September 22, 2021



# Agenda

- Program Overview
- Eligibility Guidelines
- Current Statistics/Diversity Reporting
- Benefits of State Certification
- Diversity Business Partners



# Program Overview

- § T.C.A. 12-3-1102 – 1107 was *amended* April 2, 2012 and established the Governor's Office of Diversity Business Enterprise (Go-DBE) within the Department of General Services under the direction of the Central Procurement Office.
- The central point of contact to attract and assist minority owned, women owned, service-disabled veteran owned, persons with disabilities owned and small business enterprises to compete successfully in state procurement and contracting activity.

# Program Overview

§T.C.A. 12-3-1101 – 1108 state law known as the **“Tennessee Minority-Owned, Woman-Owned, Service-Disabled Veteran-Owned, Business Owned by Persons with Disabilities, and Small Business Procurement and Contracting Act.”**

The purpose of the law is to develop a program to expand economic procurement opportunities to Tennessee businesses.

The law was originally signed by state legislature in April 2004.

# Program Overview

- T.C.A. § 12-3-1106 requires Go-DBE to:
  - Compile and maintain a comprehensive directory of certified diversity businesses (M/W/SDVBE/SDBE/SBE(s))
  - Assist any diversity businesses in complying with state procurement and contracting requirements
  - Examine request from state agencies for purchase of goods or services in the way of Bids and Proposals
  - Make recommendations to appropriate state agencies for simplification of procurement and contract specifications
  - Report annual diversity spend to the Governor and Tennessee General Assembly

# Eligibility Guidelines

- All businesses certified with Go-DBE must be a continuing, independent, for profit business which performs a commercially useful function and meets one (1) of the State's definition of diversity. The five (5) diversity categories are:
  - **Minority Business Enterprise-** at least fifty-one percent (51%) owned and controlled by one (1) or more minority individuals who are impeded from normal entry into the economic mainstream because of past practices of discrimination based on race or ethnic background.
  - **Woman Business Enterprise-** at least fifty-one percent (51%) owned and controlled by one (1) or more women; or in the case of any publicly owned business, at least fifty-one percent (51%) of the stock of which is owned and controlled by one (1) or more women and whose management and daily business operations are under the control of one (1) or more women.

# Eligibility Guidelines

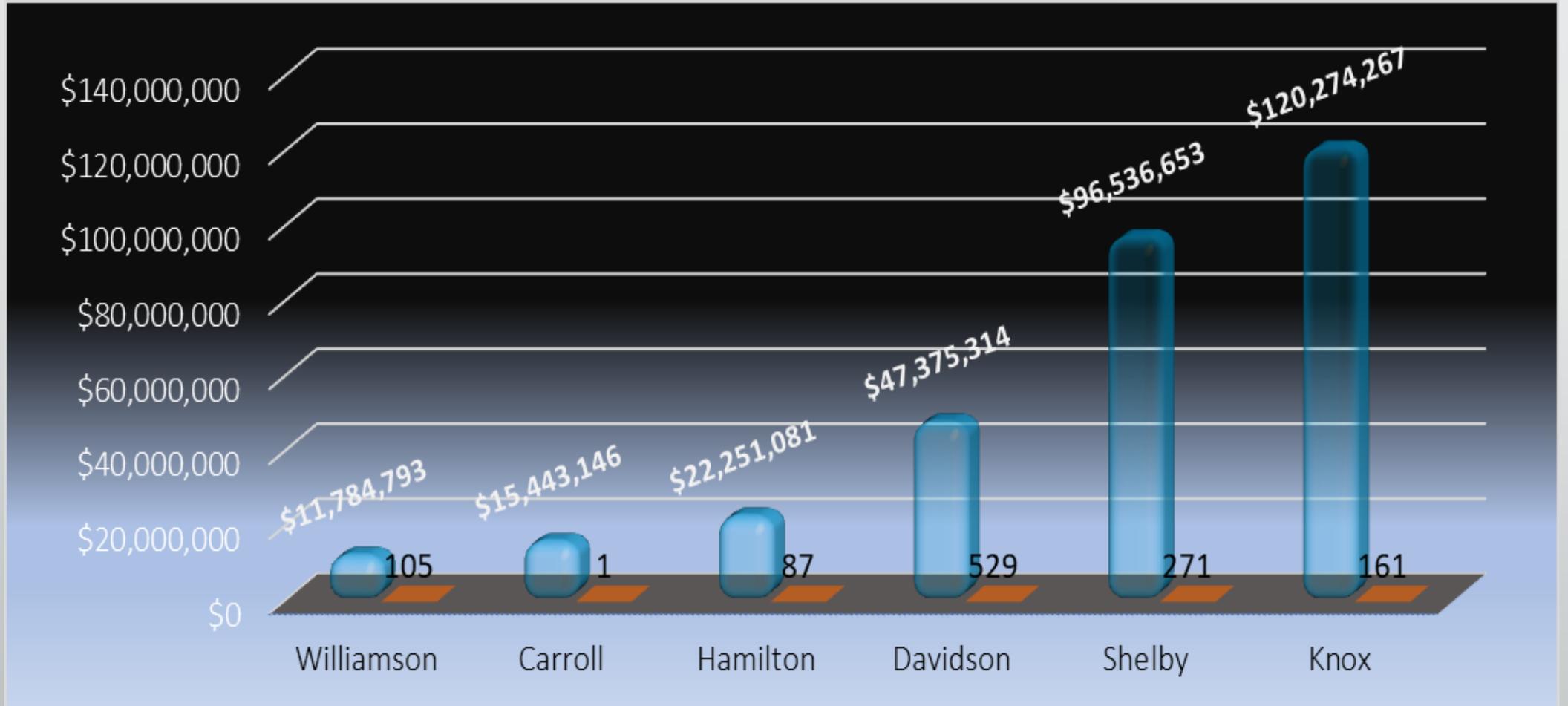
- **Service-Disabled Veteran Business Enterprise-** a business owned by any person who served honorably on active duty in the armed forces of the United States with at least a twenty percent (20%) disability that is service-connected, meaning that such disability was incurred or aggravated in the line of duty in the active military, naval or air service.
- **Persons with Disability-** a business owned by a person with a disability that is a continuing, independent, for-profit business that performs a commercially useful function, and is at least fifty-one percent (51%) owned and controlled by one (1) or more persons with a disability.
- **Small Business Enterprise-** a business that has total gross receipts of no more than ten million dollars (\$10,000,000) averaged over a three-year period or employs no more than ninety-nine (99) persons on a full-time basis.



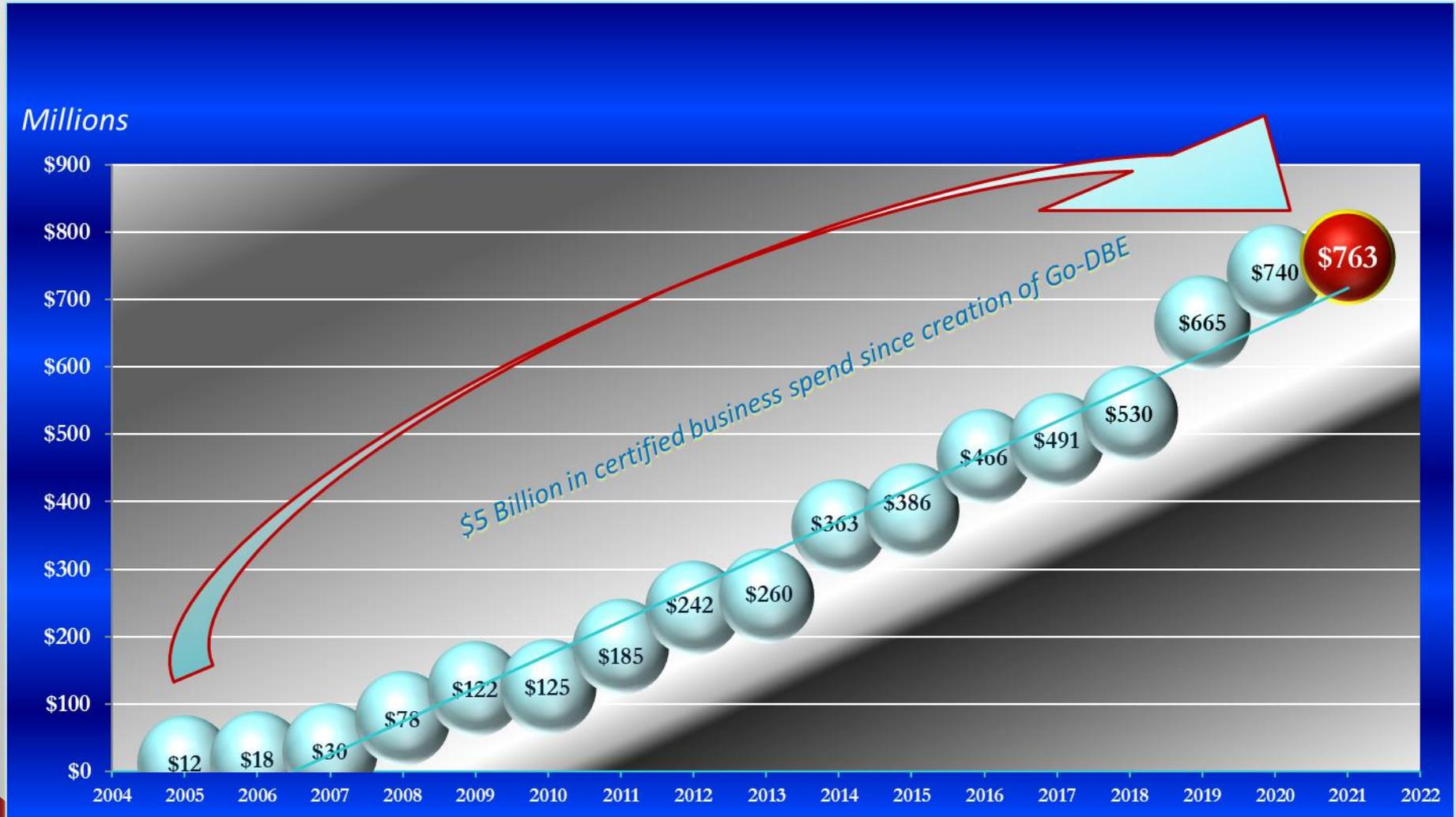
# Top Counties in Tennessee

- Go-DBE currently has 1,154 certified diversity businesses located in the top 6 counties (**Williamson, Carroll, Hamilton, Davidson, Shelby, and Knox**) with diversity spend.
- Currently 424 certified businesses in the 6 counties have been awarded \$313,665,254.
- These contracts/ purchases have a wide range from construction, marketing, retail trade, IT to name a few.

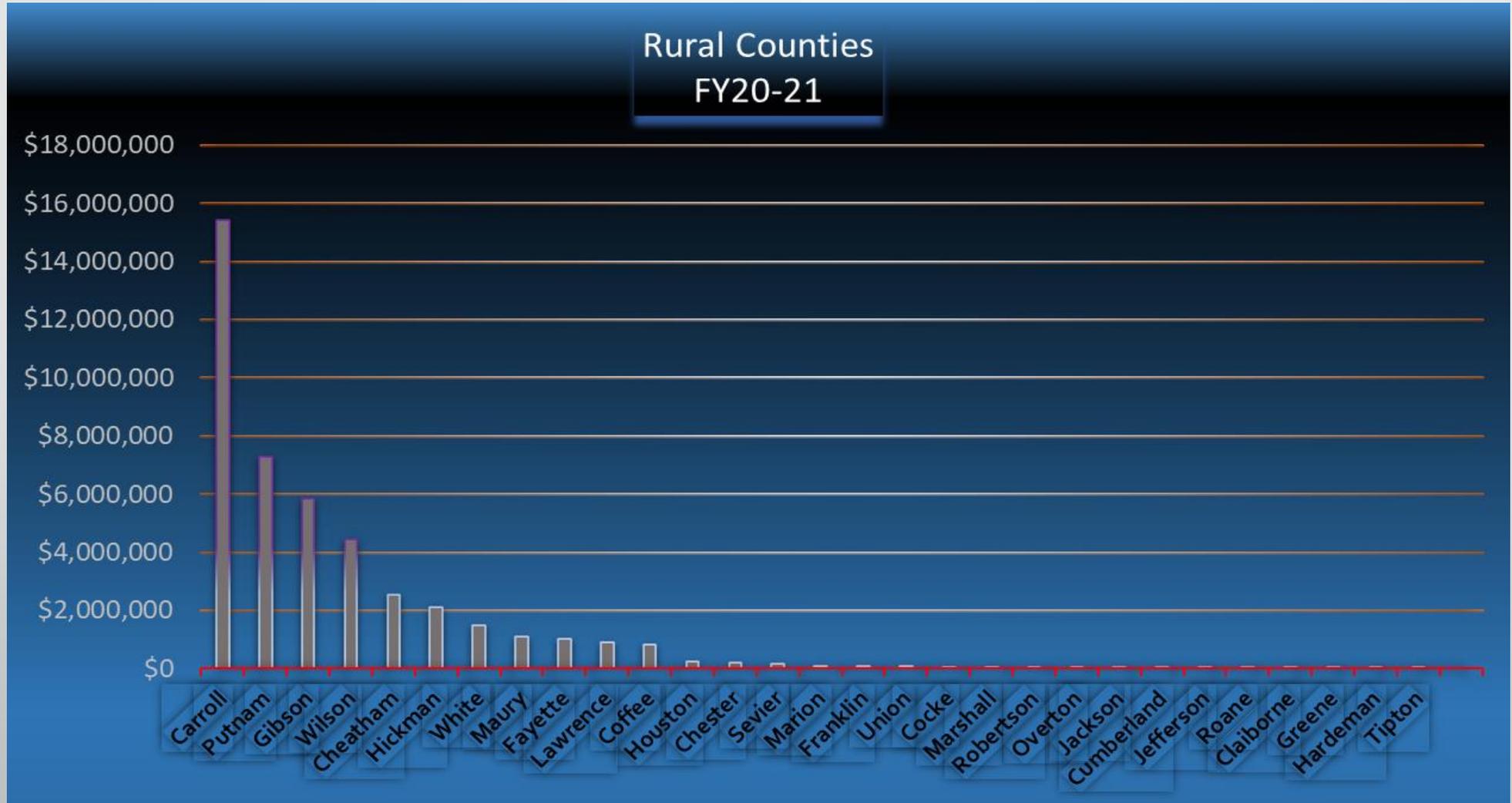
# Diversity Top Spend Counties with No. of Certifications in FY20-21



# Dollar Volume of Transactions with Certified Businesses FY2005-2021



# Rural Counties (29) - \$44,275,064 of Transactions in FY2020-2021



# Benefits of State Certification

- Certification is FREE!!!
- 100% online process
- Certified businesses published in Go-DBE's public directory
  - State agencies looking to meet diversity goals
  - Corporate and local government partners
- Notifications for procurement opportunities
- Subcontracting opportunities
- Award advantage on Invitation to Bids (ITB) in the case of a tie
- One-on-one assistance from Go-DBE liaisons

# Benefits of State Certification

- Reciprocity with other state and local government partners
- Current Procurement Opportunities link:
  - [Current Procurement Opportunities \(tn.gov\)](#)
- Upcoming Procurement Opportunities of Acquisition Forecast:
  - [Acquisition Forecast \(tn.gov\)](#)
- Annual publications as required by T.C.A. § 12-3-1107(a)
  - [Go-DBE Publications \(tn.gov\)](#)

# Utilize Go-DBE As Another Resource

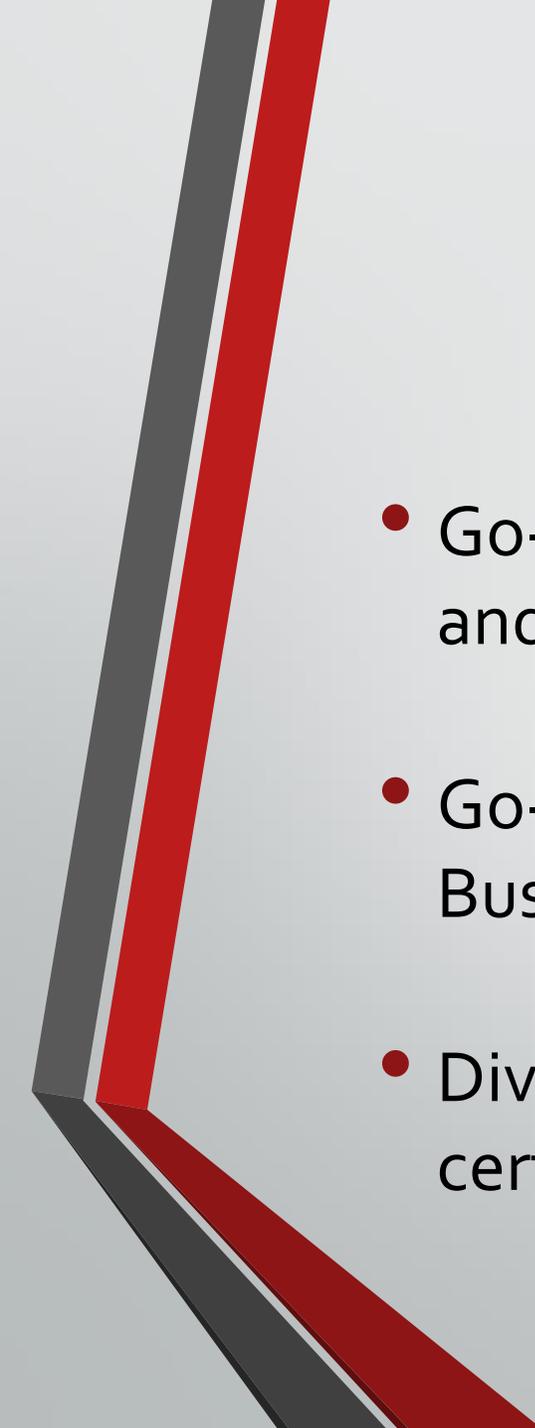
- Utilize Go-DBE's directory to source for DBE's
- Refer DBE's to Go-DBE for certification process
- Community Development Block Grants
- Utilize Go-DBE's Forecast of Acquisition Plan

<https://www.tn.gov/generalservices/procurement/central-procurement-office--cpo-/go-dbe/current-procurement-opportunities.html>

# Forecast of Acquisition Plans

## UPCOMING PROCUREMENT OPPORTUNITIES

Contract Number	Description	County	Contract Type	Estimated Bid Date	Estimated Value	Contact	Phone
<b>Agency: TOURISM</b>							
61610	Waste Water Treatment Operations	Statewide	AMC	02/15/22	\$120,000	Pete Rosenboro	615-741-9035
62019	Media Database and Press Clipping	Statewide	ATC	06/01/22	\$32,250	Amanda Murphy	615-741-9010
<b>Agency: VETERANS SERVICES</b>							
57090	Lawn Care Treatment	Knox, Shelby, Henderson, Davidson	ACM	09/01/21	\$115,000	Natasha Bailey	615-253-8972
<b>Agency: WILDLIFE</b>							
60037	TWRA Staff Shirts	Davidson	ACM	09/09/21	\$30,706.38	Clyde Hicks	615 781-6604
61309	Douglas Lake Area Maintenance	Davidson	ACM	02/01/22	\$24,552.00	Clyde Hicks	615 781-6604
61330	Region 3 Litter Removal and Mowing	Cumberland	ACM	02/04/22	\$114,063.60	Clyde Hicks	615 781-6604
61261	Boone Lake Access Area Maintenance	Davidson	ACM	02/04/22	\$30,000.00	Clyde Hicks	615 781-6604



## Diversity Business Partners

- Go-DBE will share the Diversity Business Partners' solicitations and procurement opportunities with its database.
- Go-DBE will share and possibly collaborate with the Diversity Business Partners on various outreach activities.
- Diversity Business Partners will refer businesses to Go-DBE for certification.

# Go-DBE Contacts

Title	Contact Name & Email	Contact Phone
Procurement Program Director	Jessica Starling <a href="mailto:Jessica.Starling@tn.gov">Jessica.Starling@tn.gov</a>	615-532-9125
Diversity Team Lead – Professional Services	Richard Van Norman <a href="mailto:Richard.VanNorman@tn.gov">Richard.VanNorman@tn.gov</a>	615-253-4654
Diversity Liaison – Capital Projects, Colleges/Universities	Gwen Sanders <a href="mailto:Gwen.Sanders@tn.gov">Gwen.Sanders@tn.gov</a>	615-741-6145
Diversity Liaison – Colleges/Universities	Edric Hammond <a href="mailto:Edric.Hammond@tn.gov">Edric.Hammond@tn.gov</a>	615-741-4657
Diversity Liaison – Colleges/Universities	Rafael Borjas <a href="mailto:Rafael.Borjas@tn.gov">Rafael.Borjas@tn.gov</a>	615-532-9013

# Questions



Thank  
you

